

THE TRANSPORTATION LINK



Vol. 7 No. 9

September 2000



**From the Desk
of the OSDBU**

As we look to the future, the staff of the Office of Small and Disadvantaged Business Utilization (OSDBU) is more committed than ever to provide our small, women-owned and disadvantaged business customers with quality service. Working together as ONE DOT we have achieved great success in the past and we look forward to continuing that commitment in the future.

September is an important month as we prepare for the new fiscal year beginning October 1. For many of us, September is also the month that we send our children back to school. At this time we encourage you to review safety issues that are inherent with transportation and please, set a good example for your children by ensuring we all wear seat belts. It is so important that we all work together to *Buckle Up America!*

September 15 to October 15 marks the recognition of Hispanic American Month. Let us take this time to learn more about the contributions of the Hispanic culture in our American way of life.

On October 9-12, the U.S. DOT is hosting a unique and exciting International Transportation Symposium on *Best Practices of Today and Lessons for Tomorrow*. All of us at DOT are proud to be part of such a visionary and diverse initiative.

DOT's FY2001 Procurement Forecast Available October 1, 2000

The U. S. Department of Transportation's (DOT) Office of Small and Disadvantaged Business Utilization (OSDBU) is currently collecting data for the *U.S. DOT Fiscal Year 2001 Procurement Forecast*.

This document serves as a central location for anticipated procurement opportunities from all of DOT's Operating Administrations:

- Federal Aviation Administration (FAA)
- Federal Highway Administration (FHWA)
- Federal Motor Carrier Safety Administration (FMCSA)
- Federal Railroad Administration (FRA)
- Federal Transit Administration (FTA)
- Maritime Administration (MARAD)
- National Highway Transportation Safety Administration (NHTSA)
- Office of the Secretary (OST)
- Research and Special Programs Administration (RSPA)
- Saint Lawrence Seaway Development Corporation (SLSDC)
- Transportation Administration Service Center (TASC)
- U.S. Coast Guard (USCG)

Fiscal year 2001 is right around the corner. It begins October 1, 2000. The *Procurement Forecast* can effectively be used to pursue specific upcoming opportunities, and it is invaluable in helping you develop a ready reference of technical and/or contract procurement points of contact.

Information in the *Forecast* includes the Procurement Category (e.g., A&E services, commercial equipment, computers and peripherals, education services, repair services, etc.); the point of contact and associated phone numbers; a description of the actual procurement; the estimated dollar value; the estimated solicitation release date; and what type of

acquisition strategy is expected (e.g., 8(a) competitive, 8(a) non-competitive, small business set-aside, HUBZone small business set-aside, sole source, full and open, or to be determined).

The *FY 2001 Procurement Forecast* will be made available on the OSDBU web site at <http://osdbuweb.dot.gov/business/procurement/forecast.html> on October 1, 2000 in a user-friendly, searchable format. Be sure to take advantage of this valuable tool for marketing your businesses!

For more information, contact Roland Zebina at (800) 532-1169 or e-mail rzebina@basetech.com.



OSDBU

Office of Small
and Disadvantaged
Business Utilization

wants to hear from you!! Call us toll-free at 1 800 532-1169 with questions or comments about this newsletter or our web site. The Transportation Link's content may be reprinted without permission.

DOT Policy Concerning DOD Central Contractor Registration

On July 19, 2000, the Department of Transportation (DOT) Senior Procurement Executive released for publication in the Federal Register, the following DOT Policy Concerning the DOD Central Contractor Registration as it pertains to payments by electronic funds transfer (EFT) to DOT contractors.



The U.S. Department of Transportation (DOT) has partnered with the Joint Electronic Commerce Program Office (JECPO) of the U.S. Department of Defense (DOD) to use the Central

Contractor Registration (CCR) system to obtain financial electronic funds transfer (EFT) information. EFT information is inputted and maintained by contractors using DOD's web-based CCR program (www.ccr2000.com), which currently has information on over 160,000 contractors.

Effective January 1, 2001, all DOT contracts will contain (FAR) 48 CFR 52.232-33, Payment by Electronic Funds Transfer—Central Contractor Registration in lieu of (FAR) 48 CFR 52.232-34, Payment by Electronic Funds Transfer—Other than Central Contractor Registration and 52.232-35, Designation of Office for Government Receipt of Electronic Funds Transfer Information. This means contractors receiving payments under DOT contracts, purchase orders, delivery orders, or other contractual vehicles must be registered in the CCR. The EFT information in the CCR must be accurate in order for contractors' invoices or contract financing requests to be considered

proper invoices for the purpose of prompt payment under DOT contracts.

Current and prospective contractors are encouraged to register in the CCR without delay. By registering, the paperwork burden imposed by (FAR) 48 CFR 52.232-34 and (FAR) 48 CFR 52.232-35 will no longer exist. In lieu thereof, contractors will update their EFT information electronically through the CCR.

For further information, direct questions on DOT's use of CCR to Susan Abrams at (202) 366-9650 or Charlotte Hackley at (202) 366-4267. (Charlotte Hackley can also be reached by e-mail at Charlotte.Hackley@ost.dot.gov) Submit questions on the CCR system via e-mail to the JECPO office at contact.ccr@us.pwcglobal.com

PRO-Net Expanded to Give Small Businesses More Access to Federal Contracts

The U.S. Small Business Administration's (SBA) PRO-Net database has just undergone an enhancement to allow direct e-mail notification from contracting officials to interested firms.

"Everywhere you look, small business owners are jumping into e-commerce, and the trend is exactly the same for federal contracting – you have to get online," said SBA administrator Aida Alvarez.

After a small business accesses and updates its individual PRO-Net profile, the following two links will automatically show up:

- Department of Defense's Central Contracting Registration (CCR)
- General Services Administration's Electronic Posting System (EPS)

All of the Department of Transportation (DOT) Operating Administrations are currently using EPS as a web-based system for posting solicitations and other procurement-related documents on the Internet. (See



October 1999 *Transportation Link* article at <http://osdbuweb.dot.gov/translink/oct99/index1.htm>)

DOT recently started to

integrate the Central Contractor Registration (CCR), specifically the financial electronic funds transfer (EFT) information, into their new financial system. (See July 2000 *Transportation Link* article at <http://osdbuweb.dot.gov/translink/july2000/index3.htm>)

SBA encourages all small businesses to update their profiles every year, if not every six months.

For more information on this initiative, view the SBA web site at <http://www.sba.gov/news/current00/00-68.html> You can access PRO-Net at <http://pro-net.sba.gov>.

Hytech Industries Corporation

This month we spotlight Hytech Industries Corporation, a product design engineering and contract manufacturing company in Ronkonkoma, NY. The founder is Mr. Hector M. Guevara and his wife, Gail, is the Marketing Director.

Mr. Guevara began his career as a mechanical engineer specializing in thermal dynamics. In that capacity, he produced BTU heat load studies for buildings. Prior to Hytech, he had a company that designed and produced alternative renewable energy (solar) systems. One of his most well known solar projects was having installed the solar system in the White House during President Jimmy Carter's Administration. Next, he worked as a manufacturer's representative for other companies and in 1986 this led him to create Hytech Industries Corporation.

He recognizes his familial motivation as "having my mother's spirit". "She left Cuba with me when I was three years old and came here without knowing anyone. She was an individual who was very self-motivated. I am also very self-motivated, moving on to creating challenges for myself."

Hytech Industries meets these challenges in the engineering and manufacturing business by doing their design engineering "in house." They interface and provide "Solid Modeling" engineering input and see it through to the complete manufacturing of the desired product. Their CAD system provides Finite Element Analysis. This feature allows them to optimize the products they design.

Westinghouse and the Port Authority contracted with Hytech Industries, in 1995 to assist in developing and supplying the heater cables that would prevent ice from building up on the electrification system for the "Automated People Mover" at the Newark International Airport. Other successes include manufacturing the multi-unit control cubicles with Alstom

Transport and Bombardier Transportation for Amtrak's Acela High Speed Trains, and producing (under contract with Siemens) the programmable logic controller panels for Puerto Rico's Tren Urbano Project. Hytech also produced the interior lighting system for NJ Transit's new Comet IV Cars, produced the relay and circuit breaker panels for MTA-Long Island Rail Road's Bi-Level Cars, and supplied systems for numerous other projects.



Mr. Guevara attributes his accomplishments to setting and monitoring goals. He "manages by objectives," by having goals and a good business plan. He measures his goals statistically and reviews them continuously so that changes and proactive modifications can take place to further achieve his objectives.

Business has improved greatly over the years. With initial gross revenue of approximately \$60,000 in the first year, Hytech has successfully built a company with over \$3 million in revenue this past year.

As the company has developed, Mr. Guevara has delegated more responsibility to the very capable design engineers and other staff with which he shares the credit of his success. He has found that the "act of omission by doing yourself what someone else can do, steals time away" that he can be using elsewhere. This has proven to be not only more productive, but more cost effective as

well. Hytech Industries has a core staff of 15 employees and a variable contract production labor force of approximately 35.

When asked how he sees the future of his company, Mr. Guevara calls it a "rainbow". He is optimistic about the future of Hytech with their specialties in rail transit and the utilization of renewable energy on which he has never stopped working. Hytech is currently working on developing a solar assisted hydraulic track switching system. They are also working with Alstom Transport on the design and development of a rail transit propulsion system sub-component. Hytech has also worked with MTA-New York City Transit, Washington Metropolitan Area Transit Authority, CALTRAIN, Chicago Transit Authority, BART, SEPTA, and many other Transit Authorities.

Hytech attained their 8(a) certification in 1995 and received their DBE certification soon after. Although they've been very successful commercially, they hope to acquire some 8(a) manufacturing contracts in the near future.

In conclusion, Mr. Guevara attributes much of the success of Hytech Industries Corporation on the fact that it is a family business and "a great partnership" with his wife.



You can obtain more information on Hytech Industries by phone at (631) 737-7600, by e-mail at info-hytech@hytechindustries.com, or view their web site at: <http://www.Hytechindustries.com>.

Seat Belts and Hispanics

Safety is the number one priority of the U.S. Department of Transportation. Experience has proven that wearing seat belts saves lives.

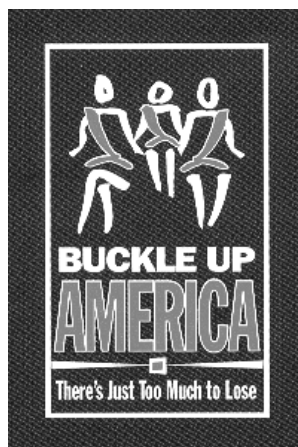
During Hispanic American month it is important to note that motor vehicle crashes are the leading cause of death for Hispanics through the age of 24, and are the second leading cause of death for ages 25-44.

Recent studies have shown that, although black and Hispanic male teenagers travel fewer miles than their white counterparts, they are nearly twice as likely to die in a motor vehicle crash.

Clearly, expanded efforts are needed to increase seat belt use within the Hispanic community. One means to help us reach this goal is for businesses to take a leadership role in promoting seat belt usage for all employees.

The April 2000 edition of the *Transportation Link* located at <http://osdbuweb.dot.gov/translink/apr2000/index1.htm> features information on seat belts usage and DOT's *Buckle Up America* program. Valuable information on the Network of Employers for Traffic Safety (NETS), a non-profit organization dedicated to reducing traffic deaths and injuries within our nation's workforce is included. NETS provides employers ac-

cess to the tools they need to create well-developed policies, effective workplace traffic safety programs and compelling community activities.



The cost of unbuckled drivers and passengers goes far beyond those killed and the loss to their families. We all pay – in higher taxes and higher health care and insurance costs.

As the Hispanic population continues to grow, the non-use or misuse of seat belts is emerging as a significant public health issue. Convincing young Hispanic men and women to increase their use of seat belts will help save lives.

NAICS Reminder

Effective October 1, 2000, the U.S. Small Business Administration (SBA) Small Business Size Standards for all Federal Government programs will be those that SBA has established for industries as described in the North American Industry Classification System (NAICS).

Size Standards for industries described in the Standard Industrial Classification (SIC) will no longer apply. SBA has established a new table of small business size standards based on NAICS, and it replaces the existing table based on SIC.

For additional information about this change, please review the links on the SBA web site at <http://www.sba.gov/size/NAICS-cover-page.htm>

E-Newsletter: Save a Tree!

As more and more of our *Transportation Link* readers are using the Internet, we would like to encourage readers to switch from receiving print copies of the newsletters to receiving automatic e-mail notifications that the newsletter is available on the web.

To receive your automatic notification every month, please go to <http://osdbuweb.dot.gov/about/lists/lists.html>, enter your e-mail address, select the *Transportation Link Notification* option, and click on JOIN. (You can also select as many other e-mail notifications as you would like including *DBE News*, *DBE Updates*, and *Conferences*.)

At the same time, please be sure to cancel your print copy of the newsletter (and save that tree). You can do so by sending an e-mail to the OSDBU web master at osdbu@basetech.com

Your added benefit is that the *Transportation Link* electronic newsletter is available earlier on the web than it is in print!



Hispanic Chamber of Commerce Web Site

The United States Hispanic Chamber of Commerce has a very informative web site located at <http://www.usbcc.com> "To advocate, promote and facilitate the success of Hispanic business."

Included is a description of the organization's program and services, as well as news of interest to the Hispanic business community.

One section of interest focuses on Access to Capital, including sources of information on this critical subject.

As a private certifier of the U.S. Small Business Administration's (SBA) Small Disadvantaged Business (SDB) Certification and Eligibility (SDB) Program, this site also provides information on that SBA program.

The site features an extensive Career Resource and Employment Center section with job postings, salary surveys, resume writing tips, a mentor's corner, and more.

Their calendar of events highlights marketing and promotional events of interest to the Hispanic business community throughout the country.



U. S. Department of Transportation International Transportation Symposium: Moving into the 21st Century – Best Practices of Today and Lessons for Tomorrow

On October 9 – 12 Secretary Rodney E. Slater and the U.S. Department of Transportation will host an International Transportation Symposium to consider worldwide transportation issues while providing participants a unique opportunity to explore and consider possibilities for a global strategic vision for the new century and the new millennium.

The 3-day conference will feature three major segments organized by the modes focusing on cross-cutting aviation, surface and maritime issues with an overall intermodal segment to begin the first day.

Discussion panels conducted by transportation authorities from business, academia, and government together with plenary sessions to be addressed by Secretary of Transportation Rodney E. Slater and other leading transportation figures will focus on "Best Practices" that illustrate how the world's transportation leaders are tackling such issues as:

- Issues and Concerns in a Multi-modal World
- Consumers' Transportation Expectations and Needs in the 21st Century
- Transportation Skills for Tomorrow's Workforce

- Perspectives on Modal Integration
- E-Commerce and Its Impacts on Transportation
- Infrastructure Issues in a Global Transportation Environment
- Bottlenecks to Consumer and Service Integration
- Providing a Transportation System on Harmony with the Environment
- Working Together: Information and Technology Exchange
- Transportation Safety: A Growing Global Concern
- Financing Infrastructure Enhancements to Support Multi-Modal Integration

As an outcome of this symposium, it is anticipated that conference participants will issue a joint statement expressing their collective agreement on a common set of "principles" or "next steps" for implementing effective mechanisms of information exchange and promoting development of the international transportation system for meeting the needs of the 21st Century. Such principles could include, for example, a commitment to:

- Give high priority to investing in transportation infrastructure projects that facilitate international commercial transactions.
- Streamline unnecessary or inefficient regulatory requirements and procedures affecting the flow of transportation goods and services in international markets.
- Promote access to and dissemination of E-commerce technology; shrink the digital divide.
- Provide access to nations and interests, which traditionally have not realized the full benefits of the global trading system.

For more information on the International Transportation Symposium contact Brenda Preston at 1-800-532-1169 ext. 66397, Brenda.Preston@ost.dot.gov or Angela Dilver-Dendy at 1-800-532-1169 ext. 61791, Angela.Dilver-Dendy@ost.dot.gov. You can view the Symposium web site at <http://www.faa.gov/dotconf/wtc.html>

Thank you Will Terry Moore!

The staff and offices of the U.S. Department of Transportation and Office of Small and Disadvantaged Business Utilization would like to congratulate Mr. Will Terry Moore on his retirement. Terry who has been a valuable member of the OSDBU staff for 17 years and a government employee for 37 years, retired on August 3rd. We wish Terry the best on his retirement and success and happiness in his future endeavours.



CALENDAR OF EVENTS FOR September/October 2000

DATE	EVENT	CONTACT
September 13-16	Congressional Black Caucus 30th Annual Legislative Conference Washington, DC	(202) 675-6730 800-784-2577 diradmin@ cbcfonline.org http://www.cbcfonline.org
September 21	ITS Maryland Fifth Annual Meeting Baltimore, MD	Bobbie Sharma (202) 403-5492 http://www.itsmd.org/ calendar.asp
September 24-27	National MEDWeek Conference Washington, DC	1-877-MED-WEEK gimarshall@mbda.gov http://www.mbda.gov
October 9-12	International Transportation Symposium: <i>Moving Into the 21st Century: Best Practices of Today and Lessons for Tomorrow</i> Washington, DC	1-800-532-1169 Brenda Preston, x66397 Angela Dilver Dendy, x61791 http://www.faa.gov/ dotconf/wtc.html
October 11-14	21st Annual National Convention and Business Expo Sponsored by the United States Hispanic Chamber of Commerce	(800) USHCC86 (202) 842-1212 http://www.usbcc.com/
October 15-17	Business Women's Network Leaders Summit and Marketplace Washington, DC	Jennifer Zaniwski 202-463-3764 jennifer@bwni.com http://www.bwni.com/
October 26	DOT MED Awards Ceremony Washington, DC	Brenda Preston 1-800-532-1169 x66397 Brenda.Preston@ ost.dot.gov

<http://osdbuweb.dot.gov>

US Department of Transportation
Office of the Secretary of Transportation
Base Technologies, Inc.
1749 Old Meadow Road
Suite 500
McLean, VA 22102
Address Correction Requested